of Find That Their Colffures Are as thins Compared With Eighteenth Century Wonders-"Belle Marquise" and Her Belongings on Exhibition.

You are just a porcelain triffe, Belle Marquise.

Just a thing of puffs and patches.

Made for inadrigals and catches.

Nat for heart wounds but for scratches, Not for heart wounds but for scratce of Marquise.

Just a pinky, porcelain trific,
Belle Marquise.

Wrought in rarest rose Du Barry.

Quick at verbal point and parry.

Clever, doubtless, but to marry.

No, Marquise.

So that court painter of rhyme Austin wrote some few years ago. He tes in a sub-title that he was moved

to by a visit to the Louvre. If perchance he had waited he might written it now, for time and place favorable. All he would have to do ild be to follow-at respectful disas poets do-the footsteps of the Fifth avenue belles who rendezvous at e Bonavepture Galleries in order to dy the styles that in an imperfect way are seeking to emulate. This special d for no other purpose than to show what exaggerations the feminine mind

ne of the visitors wears her hair arbehind these originals.

kyseraper of Madison Square had it ror and in it attempted her watery end



TRIPLES OF THE PAST NOW PRIZED.

the royal personage.

You wonder what a man of to-day would have said if he had to sit behind one of those coiffures at the theatre or to wait for his dinner while its arrangement was sition has many prints of "Belle perforce delayed. If women had no other use," some of them apparently deproof of their superiority in unselfishness, if not femininity, to those fair dames of the eighteenth century, this one coiffure would be sufficient.

But as additional evidence there is ed in a hundred little puffs and another termed "The Modern Sappho," topped with an enormous picture only a rear view of which the old limner half a score of plumes. With permitted, It is an arrangement of farte Antoinette coiffure and twen- braids and curls and puffs and strands century hat she wears a scant Em- and strings. It is geometrically laid awn of black satin with lace guimpe out and suggests landscape gardening She raises her gold lorgnette and a Coney Island stand of frankfurters d is visibly disappointed that her en- combined. It is surmounted by a cluster fors to wear a startling coiffure are of six enormous plumes, a sash looped in festoons across the structure, and is these originals the eye fastens picked out here and there with strange Coliseum coiffure and you wonder appliqués of rosettes and ribbons. If at atrocity of the dressing room the Grecian Sappho had worn such a hor-

would-be lover. "History leaves so much unsaid! What did he do?" continues the ejaculator. "Did he remain in that attitude afterward, merely changing his expression from entreaty to satisfaction? He could not embrace her without disarranging all that powdered structure, without leaving such evidences of his regard that her return through groups of curious courtiers and ladies would be fraught with embarrassment. I think the eighteenth century is safe from our encroach z entsfor obvious reasons. "They are certainly men's women,

What if he does wear a linen apron?

Madame shares his triumph. She is

in négligée now, a dainty matinée over

her shoulders, her feet thrust into high

heeled mules of satin, and a short petti-

coat which reaches midway from knee

With utter disregard of time and an

attention to the details of the wardrobe

which no other age has dared to emulate

she is prepared for one of those accidentally arranged rendezvouses where with the

shocked surprise of an ingénue, the mod-

esty of a nun and the incitements of a

trained coquette she will receive proposals

sketches which depict her thus.

of the headdress.

of love. There are many prints and

One of these shows her in a rustic arbor

on a marble bench. She is a credit to

her tiring men and women, but you feel

that a last touch might have been added

had Beaucaire woven a "Noli me tangere"

inscription across the elaborate façade

The god of silence wreathed in rose

holds his finger to his lips on a marble

pedestal. Her fan and tiny kerohief

His lands clasped high on his ruffled

breast, Monsieur shares the bench. In

buckled shoes and lace trimmed sleeves,

in a coiffure of puffs and queue tied with

a scarlet ribbon Monsieur begs for her

A lady who has vandered in from

Fifth avenue shopping wonders aloud

what would happen if Madame should

The corseted waist, with its span of

some eighteen inches, the full brocaded

skirts spreading out therefrom over the

neighboring territory would absolutely

preclude the nearer approach of the

in silken hose, satin coat and breech

The print is entitled "Oui ou Yon?"

consent. You share her v onder.

have fallen at her feet in her alarm.

He is an artist neverthe

to ankle.

says another lookeron. "Surely none of them ever troubled about the condition of the poor or the sanitary housing of overpopulated quarters of town. Woman suffrage was unknown and they had no time for Saturday morning club meetings. In none of the faces does one detect 'the coming of the crows' feet and the backward going of the beaux' feet. At least they seem to have been able to keep age at bay."

It is a just criticism, you admit, as you ote the ladies fair in their boudoirs tapping swains gently on satin shoulders with perfumed fans, in rendezvouses where an epigram took the place of a carees and where even if painted lip met powdered cheek it did so with no greater thrill than s afforded by vanity gratified.

Turning the prints you see some tiny books carefully encased under glass on velvet cushions. One is entitled "Œuvres Chrétiens' (Christian Works.) It belonged to Marie Antoinette, and through what vicissitudes it must have passed! The dull red morocco, the crown and golden symbols of royalty are faded.

Perhaps you cavil at the title, ques-tioning the book's authenticity on that account. You are not alone in your scepticism. At least one woman shares extant at that time might not have from the Leucadian rock she would have it and to her the collector suggests that perhaps if she should open itaspiration. For the Coliseum, what- been floated by her hair and legend would

She does after a moment's hesitation have been the loser.

"Daphne, la demie coquette" is the for the book does not separate in the name of another, and one questions what accustomed way. Instead it is like a box quant faced woman who held her head Daphne, the whole coquette, might have and inside are two scent bottles, some

"Poor Marie!" the holder of the book lifting eyebrows with it. When it has gone says, and a group of women who have its allotted distance it is ornamented with gathered about echo the sisterly sentia something of lace and ribbons and straw ed. Rising from this substructure not unlike an inverted waste paper basket. ment, for women are all sisters when it The face beneath seems pleased with its comes to a matter of Christian works of victory. It is liberally adorned with that kind, are they not?

"So human," says another, while some one does not forget to quote that line of Stephen Mallarmé's regarding the grace caire, type of the ladies' barber who went from house to house arranging coiffures of faded things: "New objects displease days in advance, for his services were thee-thee also do they frighten with much in demand. With taper fingers their shricking boldness."

There is no shrieking boldness in these tiny volumes. The books are a few inches long, some not more than three. There is a delicate perfume about them, their covers are dulled to browns and grays or faded to old rose and blue. The fiy- SECRET COMPARTMENTS FOR THE PICTURE



and gently discolored. Queen Marie was not alone in softening the suggestions of this mortal life, for others, following her example, had for rouge and cosmetics. Whom have has bathed in them the sin of her beauty. and perchance I might see a ghost if I looked long enough? "-a very nonchalant ghost, be sure, a ghost beribboned and powdered, a ghost who, waking you in the wee small hours, might sit on the edge of your divan and tell you strange tales of kings and courts, a ghost one would

welcome, methinks. There were volumes for the muff, for the little pocket and for the fingers while the lady waited in nicely planned confusion for the exact moment to produce the trained blush, to cause the educated tear to fall, the cultivated smile to come and go, the obedient eyelash to fall over the too curious eye. There is one tiny calendar with some still tinier tablets on which is the ghost of the shadow of a date and some initials. It is of painted

leaves are of limp silks, brocaded, figured swan skin and the days and months are

In a cabinet, locked with care, from mirrors inset in their missals and places folio given in those bygone days to some preu chevalier. It is but a handful of these mirrors reflected? And who was it embroidered roses on blue satin, bound said "I am sure that more than one woman with tarnished golden braid, and on the top a medallion inset in a golden frame shows some mythical beauty.

In the recesses of the book behold a tiny key which fits in a tiny lock, and this union accomplished, the medallion lifts like the lid of a box, showing beneath the secret place for the loved one's portrait. The cynic says "How well the key works, and how unfaded the lining of get her a real nice little gypsy ring that

works, and how unfaded the lining of the place! Is it possible that it was not used overmuch?" But what will not a cynic say?

There is a gold patch box, boite a mouth of the plane of the hand. Its color is of the yellow that gold refined by many soft touches low that gold refined by many soft touches of taper fingers always gets. Can you not see her, one of the maids of honor, on her way to the Arcadian fête, whose artificial simplicity the Queen adored, or making ready for the water party where skiff and oars would trail roses through the water, lifting a pointed patch and placing it with care half way between roguish lips and laughing eyes?

Ah, but things more than polite Hung on this toy, voyez-vous!

Matters of state and of might, Things that great Ministers do.

There are many other boxes, for patches, for powder, rouge and scents. They are of vernis-martin, of fish skin, real large and so are would and some the significance of that gypsy ring that came from place is the little was right for me and kind of a little vanity room where a stray lock may be ween the subject to her with the many kind of a little vanity room where a stray lock may be ween the sold that it was right for me making ready for the water party where skiff and oars would trail roses through the water, lifting a pointed patch and placing it with care half way between roguish lips and laughing eyes?

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Matters of state and of might, Things that great Ministers do.

There are many other boxes, for patches, for powder, rouge and scents. They are of vernis-martin, of fish skin, and the place was a pole written and the at least half a dozen comfortable lourges on that woman, deed I was.

Tought he significance of that gypsy ring from and big chairs where one may sied forty winks from the busy day. Ihrt these women are learned does not that woman, deed I was.

You get the significance of that gypsy ring from such and of a little vanity room where a stray lock may be undersorable lo

They are of vernis-martin, of fish skin, bandsome green bronze that you ever polished and studded with golden stars, some in dull green tones, some in copper. Saw, and with it there was a note written in her very nicest way telling me—the very idea, pooh!—that she'd sent to One simulates a slipper and holds a Florence especially for that lamp for me,

This was the Pompadour's fan.



SOLDIERS MORE CONTENTED. Improved Conditions Among the Enlisted Men in the Army.

There is a growing feeling of contentment and satisfaction among the enlisted men of the service. Within the past few weeks many old soldiers who had taken their discharge from the army after twenty or more years of service have reenlisted, while the discharges by purchase have very materially decreased, having of late been confined almost exclusively to men serving in the first and second year of their nrst enlistment.

The improved conditions of the service and its increased attractiveness are illustrated as far as the army is con-"Fair, fair," said a Salvation Army cerned in the case of an old soldier who was drawing a pension in the city of pension being about \$60 a month. This

man has peenlisted. He had served about twenty-three years, and two enlistments with ance of double time service in the tropics would make him eligible for retirement and as he had been assured in advance of being made a non-commissioned officer soon after his new enlistment he has every reason to count on retirement as a sergeant or first sergeant within a comparatively short time on retired pay, with commutation allowances, of abo \$54 a month. .

From the London Standard.

story concerning what is declared to be the The great annual mela or fair at Batesar in the Northwest Provinces is held on the bank of the Jumna, which is there cros by a bridge of boats. At the side of the There's a river opposite the fair there is a slope down the bridge slide into the river and swi

the bridge slide into the river and swim across. A young elephant, making the trip for the first time, trumpeted angrily when his trappings were stripped from him peparatory to his swim, but seeing other elephants crossing the stream ahead of him he plunged in and followed.

When he reached the opposite bank, however, he swerved around and swam back again. The mahout sought to force him around again, but without result; and when within a rard or two of the bank the elephant, after trumpeting again, plunged down into the river. Just in the nick of time the mahout was rescued by means of a long bamboo, but the elephant was drowned, to all appearance by his own deliberate act.

CHRISTMAS "SLEEPERS."

Weman's Name for the Folks Whee Presents Come Too Late.

The flustered, tired looking little woman was talking it over with her shopping mate in the writing room of the depart-

ment store. "What I do hope above all things, she wailed, "is that there won't be any sleepers sending me things this year, 'deed' I do. Sleepers? Oh, that's what my husband calls them. It's a good name for them, too, if it is slangy.

"Sleepers, you know, are folks from whom you never expect to get anything for Christmas, and of course you don't send them a thing, not even a Christmas card or calendar, and then a day or so after Christmas, why, along comes something from them, and then of course you've got to scamper out and get something for them; and then, too, you've got to write all kinds of horrid fairy tales about how you had got them their little gift away back early in December, but had forgotten in the rush to send it, andand oh, all that dreadful story telling!

"Honestly, there must have been nearly a dozen sleepers who sent me things last Christmas, and not one of the things did I get until after Christmas.

"Of course I always try to think ahead of time of all the mean old creatures who are liable to prove to be sleepers on me. But try as I will I can't always get all of them right in my mind, and so every year I am mortified almost to death. "I know of course that they never

believe when they get something right back from me any of the feeble stuff that I write about having the gifts ready to send them for weeks and weeks, for of course I don't believe a word of it when they write me that, and-

"Oh, yes, I guess there are lots and lots of them who consider me a Christmas sleeper too, for I send heaps of things to folks-women of course-that I haven't an idea in the world are going to reme me. Now, isn't that catty of me! Of course it is, my dear, but then, you know, I've got to get even some way, and I know they'd do it to me if they only thought of it—in fact, as I say, there are lots and lots of them who do.

"I know one woman that made a four months tour of Europe with her well to do husband summer before last, and would you believe it, she never even sent me a picture postal while she was abroad, although she promised faithfully that moth and rust and thieves, possibly, are special articles of vertu. Here is a port-when she got back, why, she hadn't even a teeny-weeny thing by way of a souvenir gift for me, though she'd been everywhere, and she's a woman that comes often to my apartment for luncheon, and her husband is wealthy, and it wouldn't have hurt her one bit to've brought me back some dinky little thing.

"Of course that cut me-not that I'm greedy or anything-and so last Christmas, although we'd never exchanged anything more than Christmas cards at Christmas, why, what did I do but go and

some in dull green tones, some in copper.
One simulates a slipper and holds a powder puff. A vinaigrette has been the possession of a dandy. It is crystal and enamel and shows buckled slipper and its support to the gartered knee.

Fans! Fans painted on swan skin and chicken skin. There is a marriage fan of Marie Antoinette, of graceful beauties and beautiful cavaliers. There is one that must have belonged to the Pompadour, you remember—

This was the Pompadour's fan, Where are the secrets it knew?

Weavings of plot and of plan?

But where is the Pompadour too!

Saw, and with it there was a note written in her very nicest way telling me—the very idea, pooh!—that she'd sent to Florence especially for that lamp for me are leased permanently and the remaining eight reserved for transients. These and that it had only just arrived that morning and she was so pleased with the ring I'd sent the little lamp—and hadn't I seen at least a dozen lamps—and hadn't I seen at least a dozen lamps exactly like the one that she'd be pleased with the ring I'd be pleased with the remaining eight reserved for transients. These ring and she was so pleased with the ring I'd be pleased with the remaining eight reserved for transients. These ring and she was so pleased with the ring I'd

view in the shop windows?

"Somehow or other, though, there are always more sleepers sending me things than I can possibly guard against, and they worry me almost to death—far more than the people I've just sent things to whether I wanted to or not—and I just wish these sleepers would behave! I'd never be a Christmas sleeper myself, of course, if nobody else was, but of course I can't let these women play such horrid tricks on me without getting such horrid tricks on me without getting back at somebody—but oh, my, don't I just dread to have the postman call and the express wagon drive up for the first two or three days after Christmas, gra-cious sakes alive!"

the express wagen drive up for the first two or three days after Christmas, gracious sakes alive!"

ABEGGARWHOUSESHIS BRAINS
He Thinks out His Manner of Appreach and Easily Nails His Man.

Little ingenuity beggars show as a rule; it is usually the same old story of not having had anything to eat for two days or two weeks; no originality, no evidence of effort to think of something new. But here was a beggar who at least had something different to say and who said it obserfully.

The beggar approached a man whose head was thatched with gray standing one step up from the sidewalk in front of a served gratts and poured for you by more one of the members.

To become a member you must be a surface of a university or onlices of a university of some one of the members.

step up from the sidewalk in front of a building looking over an evening paper that he had just bought, and as he stood thus, his face obscured by the paper, he

the step saw the man who had made that speech standing looking up at him coolly and smilingly. A young man, and so not yet too lazy to use his brains in his

so not yet too lazy to use his brains in his begging.

True, his effort here was represented mainly by an exhibition of nerve, of sheer cheek, but by his cheerful buoyancy, in fact his effulgent effrontery, was his cheek somewhat gilded, and at least he was making an effort; he had looked over his man and taken the trouble to think out a manner of approach that he thought would go with him, and then he had worked out this plan with care and attention to detail and his effort was not without its reward.

Big Fish Catch From the Illinois. Peoria correspondence Minneapolis Journal. height of the fishing season of 1908-09 has passed on the lilinois River and over 9,000,000 pounds, or to be exact, 4,650 tons of fresh water fish have been contributed to the markets of the United States in the fifteen

weeks since September 1.

The figures have been compiled from actual shipments. They represent the entire production of the Illinois River from Henry to Grafton and include the shipments from every recognized fish market along the banks. Carp and buffalo weighing from three to twenty-five pounds make up this enormous amount, with the carp constituting fully two-thirds of the shipments.

CLUB OF THE COLLEGE WOME

DISTINCTLY TEMININE, YET

DISTINCTLY A CLUB.

Business Women and Others Find It do Useful That Again It Is Outgrowing Its Quarters-20 Home Colleges

Represented by Its #88 Members. The Women's University Club has membership of some 785 women and to fast disproving all the theories or we sterner sex as to the ability of women to manage a business organization successfully. It is also superior to the 13 superstition. Organized in October, 1880, it occupied a suite in Carnegie Hall for a time, but the place where it first really setumed a local habitation and a name was at 13 East Twenty-fourth street, of which it took possession in 1901. From here the club went to a fine old

home on Gramercy Park, No. 10, which it soon outgrew, and in October, 1905, t moved into its present quarters at 17 Madison Square North, the former home of the Yale Club. As one of the members expressed it: "A rolling stone gathers no moss and what we need is greenbacks." so the members hope soon to acquire a permanent home and one far more spacious than the present, for they have already found it necessary to annex the two upper floors of the adjoining house in order to provide for their needs.

This club is a purely social organiza tion. To be sure one of its purposes according to the constitution, is promotion of literature and art," but the members let others do most of the promoting and they enjoy it. They don't have to prepare papers to be read at their august assemblies; in fact they don't join the club with the idea of working, they belong in order that they may enjoy in the most delightful way the relaxation of spacious rooms, the eocial intercourse of many charming women and all the advantages of an attractive, well equipped club home.

The large rooms on the first floor imcress one with an atmosphere of Colonial days, particularly as you have been ushered in by the most realistic of old Southern darkies. The furnishings are of old mahogany uphoistered in green, the walls are of the same soft, dull green and the roomy chairs and davenports are inviting and restful. The dining room, which looks out upon an old fashioned New York garden, sees many an excellent dinner served at the little tables set for four, with their tall Colonial candlesticks and dainty china.

Upstairs is the library and writing room, where one finds several hundred volumes at her disposal as well as the best dailies and the current magazines. The whole place impresses you as being particularly quiet and peaceful, but in this room the only "don't" known to the organization appears upon a small placard set upon the mantelpiece which reads "Silence in this rooth."

bership in the club.

There are some twenty sleeping rooms

permanent home is acquired a room will be set apart for this purpose.

The midday luncheons are a perular feature. If one would look in at this time any weekday she might see a bright, happy, wide awake group of women who have come from the various publish-

To become a member you must be a graduate of a university or college of good standing. If one joins within two years after receiving her first degree she is exempt from the \$15 initiation fee.

thus, his face obscured by the paper, he heard the voice of a man standing that one step down on the sidewalk in front of him, speaking to him and saying in a pleasant, even tone:

"Pop, I don't think you'd throw a man down for two cents, would you?"

Removing—the paper from in front of his face and looking down the man on the step saw the man who had made that speech standing looking up at him coolly and smillingly. A young man, and the relief of the members ive in and around non-resident. The latter enjoy all the privileges of the club home, but they do not vote or hold office. Their dues are \$10 a year, but it is well werth the money when one comes to town.

are \$10 a year, but it is well worth the money when one comes to town.

During the season from October to May about two entertainments a month are provided. These take the form of receptions to noted persons, musica'es, lectures on live topics of current interest or picture displays. Among the welknown persons who have been entertained within the last two years are Mary t. nuch. Mark Twam, Edith Wynne Mathison, Markaret Wycheriy, Mrs. Frances Hodgson Burnett, Dr. Mary Patrick, presided of the Women's College of Constantinaple, and Sir Caspar Purdon Clarke. Many of these have given talks on the subjects most

these have given talks on the subjects most of interest to each.

But the club does not have to go outside

But the club dues not have to go outside its lists to find people of note, for such women as Anne O'Hagan, Harriot Stanton Blatch, Mrs. George Haven Putnam and Miss Gill, late dean of Barnard College. Mrs. Arthur H. Scribner, Mrs. Vladimir Simkhovitch, leader of the work at Greenwich House, and Jean Webster, whe wrote "When Patty Went to College, are all active members. Mrs. William Reynolds Brown is president. Only about one-quarter of the members are married, so the men can scarce y claim any of the glory of its support. They boast that they have solved the problem of running a cub better than men have, for they can do it without the revenue from a bar.

FIELD IN WHICH THERE IS ROOM STILL FOR OTHERS.

THIS WOMAN'S IDEA WORKED

its other faults, is at least appro-

on the shoulders of its wearer,

d two puffs as large as loaves of

each bread, from which no doubt the

of their expansive presence was

other puffs on either side of equal

afr is arranged.

ts façade by a plastron of satin embroid-

middle of the back. The print is marked

y permission of the King," and while

th and fulness rise to the top of the ire, meeting the termination of a

halantly into the air, ornamented on

seavy with roses, vines and birds,

streamers hang from the rear to the

are various explanations of this

gnity none of them does credit to

ed pompadour in which the natural

tely named.

The Beauty Parlor May Be Well Enough but She Determined to Visit Her Customers at Their Homes, and Has Found That It Pays Much Better.

The two points which influenced me most in deciding to become a visiting chiropodist were the saving in office rent and the chance of catching those cusers who prefer to have their work one in their homes." The speaker was a woman surgeon

dist who after receiving a dias from a school of surgical chiropody ed a Regents' examination and is able to practise her profession in both New York and New Jersey. Several of my friends," she went on

on learning that I intended starting out with my satchel of instruments inad of opening an office and hiring stants, remonstrated with me and inted out that there was a difference be en the two similar to that between the d of a dressmaking establishment and a seamstress who went out by the day. As a reply I pointed to physi-cians. They visited their patients; why shouldn't a surgeon chiropodist?

While I have met with no distressing rdships I have had to keep my wits bout me and make myself capable of sting the demands of my customers. at first in the fulness of my conceit I aid I would not be a manicure. I soon ound out that I could get ten times as many customers by attending to their sands as well as their feet.

The next discovery was that if I knew low to treat the scalp intelligently I could ase my carnings still more. As knowledge of chiropody was thorgh I determined to make my manienring equally so, and my scalp even nore so if possible. I now treat head,

*As to prices, I ask as much as is charged the Best establishments in New York. to first class work and I mean to get the

Frount on seeing five patients a day, wen days in the week. Unlike a seamres but like a physician, I am always

at night is that I refuse to do chiropody by artificial light and will not take a call for either the scalp or manicuring unless the feet also are to be looked after. Surgical chiropody is my profession and the other two were taken up as an accommo

One of the prints shows Monsieur Beau

and finicky smile he allows a few last par-

ticles of powder to fall from the huge puff

he holds onto a wonderful structure not

unlike a Nesselrode pudding of heroic

back, his toes advanced, his head erect.

Beaucaire has his shoulders thrown

patches and smiles.

alp treatment.

CONNOISSEURS.

dation for my patients. . "When the days are long I often se seven and sometimes ten patients. My first call is usually made about 7 A. M. Such calls are usually to patients needing

"When I start out in the morning of ourse I know just what calls I am to make and am particular to see that my satchel contains all that will be required. The majority of my patients take treatment once every two weeks, which is sufficient to keep their scalp, hands and feet in perfect condition.

"I seldom make less than \$2 an hou while working. This of course would bring my earnings up to a pretty large sum if it were not for the time spent in getting about from place to place. Except for my room, board, carfare and the few drugs necessary in my business all I make is clear gain. I have no rent in a fashionable office building, no assistants'

hire to make good. "As a result I am putting up money and looking forward to the time when I can own a home of my own, with enough capital invested to live on the income. My attention has been called to the fact that I am now making as much as I possibly can for the reason that I have all my time occupied, whereas if I had a beauty parlor I could hire help as my trade increases. I have investigated the earnings of several beauty pariors and I feel sure that at the end of the year my bank account shows as large a balance as any

of them. "Securing your first patient is of course the difficult problem when one starts out as a visiting chiropodist. I had the good luck to secure letters of introduction to three wealthy women. Two of them gave me a trial and were enough pleased to recommend me to their friends. I believe I have not only both of these patients still, but also all those to whom

they personally recommended me.

"Another method I employed with success in hotels where I had a patient was to leave my professional card for each of the regular guests with the written request that they call on Mrs. Blank, giving the name and apartment number of my patient, as my reference. Of course, I was careful to get the permission of my patient before using her name. In this way I secured many permanent customers. Of course there is always some increase

coming from friends of your patients to whom they have recommended you, but I was too much in a hurry to fill out my time to wait for such patients. Now I often have to decline such offers because of my limited time.

of my limited time.

"Sunday is my busiest day. Often I begin before 7 and work as long as day-light lasts, without time to take more than a bite of lunch. There are so many business men and women who cannot spare the time during the week "It may not be tactful, but I want to say

that these business men and women are about the most satisfactory patients I have. They seldom keep me waiting a moment and always have the change to pay spot cash. The comfort of their hands and feet is so much capital to them and they are willing to pay well for it.

hands and feet is so much capital to them and they are willing to pay well for it.

"There is a large field for just such work as mine in all the large cities of the country so far as I have been able to judge. While every woman who underatakes it must work out her own salvation, there are a few little problems which I have conceit enough to think that I have satisfactorily solved.

"One of the most important is the time lost in waiting. I nean when your patient keeps you waiting. I have a schedule of rates printed on the back of my professional card. A five minutes wait means 25 cents, ten minutes \$1. There are a few extravagant women

There are a few extravagant women who don't object to throw money away, but not many. A few time charges usually bring them to their senses.

Of course one must use discretion in making these charges. I have waited as much as half an hour for a patient as much as half an hour for a patient and refused payment for my time. The patient was one of the most considerate women on my list and her detention entirely accidental. In this business, as well as many others, one is called on sometimes to practise the Golden Rule. I have found that it pays in money as well as in self-esteem.

in self-esteem.
"Another problem which I think I have "Another problem which I think I have solved is getting mothers to allow me to take charge of their children's feet and hands before corns, bunions or the like make their appearance. There are homes where I look over the feet, hands and head of every member of the household twice a month. At the slightest indication of anything amiss I am ready with a preventive. By this method I expect to conduct some of my patients to a green old age without their ever experiencing the unpleasantness of even a callous spot on their hands or their feet.

"Where a child's foot indicates ill fitting shoes or stockings I recommend the necessary change, and on several occasions have made it convenient to return at night and see that the shoes selected from those sent up from the shop were just what was needed. Whenever I do such a service as this I never charge. It is outside of my profession and I feel that it would be undignified.

"I would strongly advise women start-

ing out as visiting chiropodists to keep their prices up to the level of those charged by the best establishments in the city where they intend to work. If they are competent, which they should be before thinking of practising, they will find that patients will soon come to recognize their worth and be willing to pay because of the time saved and the convenience of being treated in their own homes. Make your terms cash after each treatment and charge for professional work and for the time spent in unnecessary waiting, but not for favors given outside of work hours. On other points each woman must work out her own salvation." points each woman must work out own salvation."

SOME MONEY COMING IN. A Guardian of the Kettle Expresses His

man who was tending one of the army's Christmas kettles and had been asked Washington, and who was employed how the contributions were coming in. on the local police force, his aggregate "But," he continued, "I don't know but what we'd do better if we did the way the beggars do when they hold out their

"You know the beggar never leaves much in the cup. If he did, why, people going by would say when they looked in: He doesn't need anything from 'Humph! He doesn't need anything from me.' So the beggar keeps the cup pretty well emptied, and when people going by look in and see on the bottom of the cup just a few poor scattering pennies they say 'Humph! He isn't getting rich very fast.' Then they drop in something.

"And I don't know but what we'd do better if we did that way with the kettles. Beepile that come along and see the bottom.

They say to themselves 'Oh, there'll be enough, anyway; no use of my giving anything'; and so they walk on. There's a lot of good enterprises fall down in that way, you know. Everybody leaves it for somebody else to put his shoulder to the wheel, and so the wheel never gets

From Army and Navy Life.

Views on Christmas Glying.

hat or a tin cup.

People that come along and see the bottom of the pot covered with nickels and cents think we're getting all we need, and so they don't chip in; whereas if we should keep only a few coppers there, make the pot look lean, maybe more people the pot look lean, maybe more people would give.

"The principal trouble is that so many people rely on other people to give.
They say to themselves 'Oh, there'll be

"What I'd like would be for everybody "What I'd like would be for everybody to feel that he ought to give a little, and then give it. There's 4,000,000 people in New York. Suppose every one of them should give a nickel; just a nickel. That would make \$200,000, wouldn't it? And that would do a lot of good.

"Still, we can't complain as it is. We can't complain. We are doing pretty fair. The people are pretty generous. New York is a pretty kindly town.

"Ah? Thank you! Thank you!"